

# 2019 IOWA INDUSTRY PROFILE

## WHOLESALE TRADE

### IOWA WORKFORCE DEVELOPMENT



#### Executive Summary

In 2018, the **Wholesale Trade** sector comprised 4.3 percent of all public and private sector employment in Iowa, employing 66,160 workers with an average annual wage of \$65,788. This wage was 38.5 percent higher than the statewide average of \$47,511 for all industries. Over the last decade from 2009 to 2018 wages have increased each year

However, employment in this industry has shown both gains and losses over the same period. Employment has dropped every year from 69,296 employees in 2013 to its current level of 66,160, a decline of 4.5 percent. All told, the sector has lost 577 jobs (0.9 percent) from 2009 through 2018.

Employment in this sector tends to be higher in counties in the northern half of the state due to a higher number of grain elevators and greater ethanol production.

Men hold a strong majority of the jobs in this industry, making up 76.4 percent of wholesale trade employment in 2018.





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### What is Wholesale Trade?

The Wholesale Trade sector comprises establishments engaged in wholesaling merchandise, generally without transformation, and rendering services incidental to the sale of merchandise. The merchandise described in this sector includes the outputs of agriculture, mining, manufacturing, and certain information industries, such as publishing.

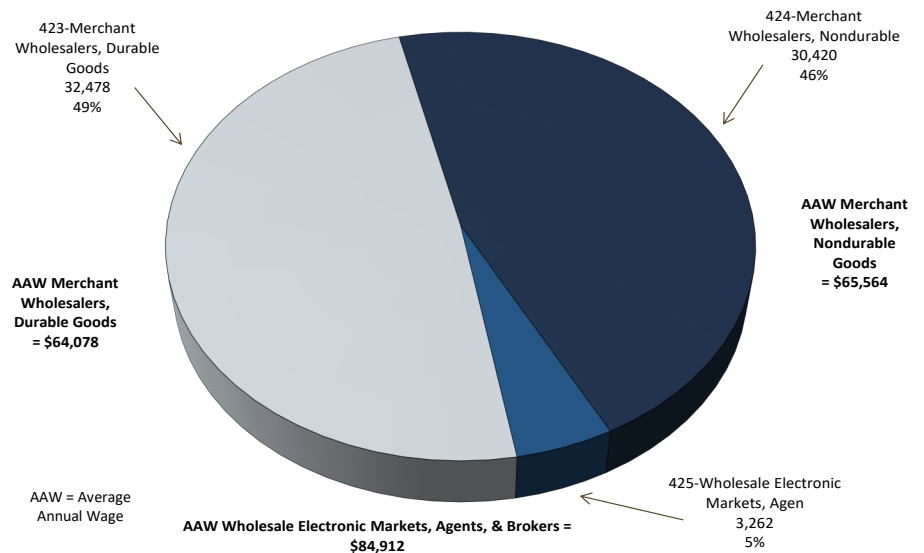
The wholesaling process is an intermediate step in the distribution of merchandise. Wholesalers are organized to sell or arrange the purchase or sale of (a) goods for resale (i.e., goods sold to other wholesalers or retailers), (b) capital or durable non-consumer goods, and (c) raw and intermediate materials and supplies used in production.

Source: [www.bls.gov/cew/bls\\_naics/bls\\_naics\\_app.htm](http://www.bls.gov/cew/bls_naics/bls_naics_app.htm)

### 2018 Industry Breakout by Employment in Iowa

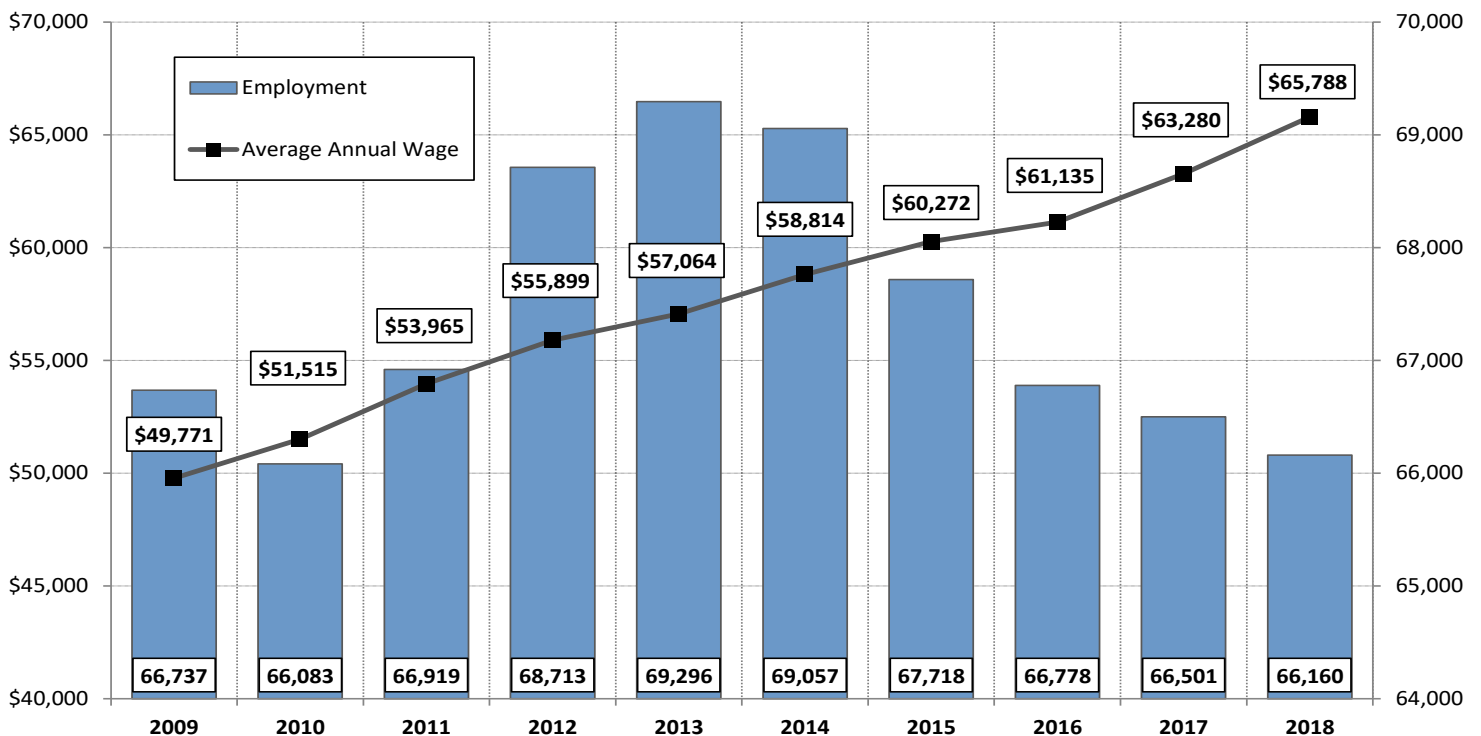
Wholesale Trade NAICS Industry Coding

Percentage Employed and Average Annual Wage by Subsector



Source: Quarterly Census of Employment and Wages (QCEW), Iowa Workforce Development

### 2009–2018 Employment in Wholesale Trade in Iowa



Source: Quarterly Census of Employment and Wages (QCEW), Iowa Workforce Development

# WHOLESALE TRADE IOWA INDUSTRY PROFILE



Top Occupations in Wholesale Trade	Employment
Sales Representatives, Wholesale & Manufacturing, Except Tech & Scientific Prod	8,391
Laborers & Freight, Stock, & Material Movers, Hand	4,456
Sales & Related Workers, All Other	4,136
Office Clerks, General	3,372
Sales Representatives, Wholesale & Manufacturing, Tech & Scientific Prod	2,869
Heavy & Tractor-Trailer Truck Drivers	2,694
Light Truck or Delivery Services Drivers	2,054
Parts Salespersons	1,980
Bookkeeping, Accounting, & Auditing Clerks	1,867
Stock Clerks & Order Fillers	1,864
Customer Service Representatives	1,739
Sales Representatives, Services, All Other	1,394
Bus & Truck Mechanics & Diesel Engine Specialists	1,248
Industrial Truck & Tractor Operators	1,191
Agricultural Equipment Operators	1,136
Packers & Packagers, Hand	1,071
Agricultural Workers, All Other	1,019
Conveyor Operators & Tenders	792
Secretaries & Administrative Assistants, Except Legal, Medical, & Executive	722
First-Line Supervisors of Non-Retail Sales Workers	672

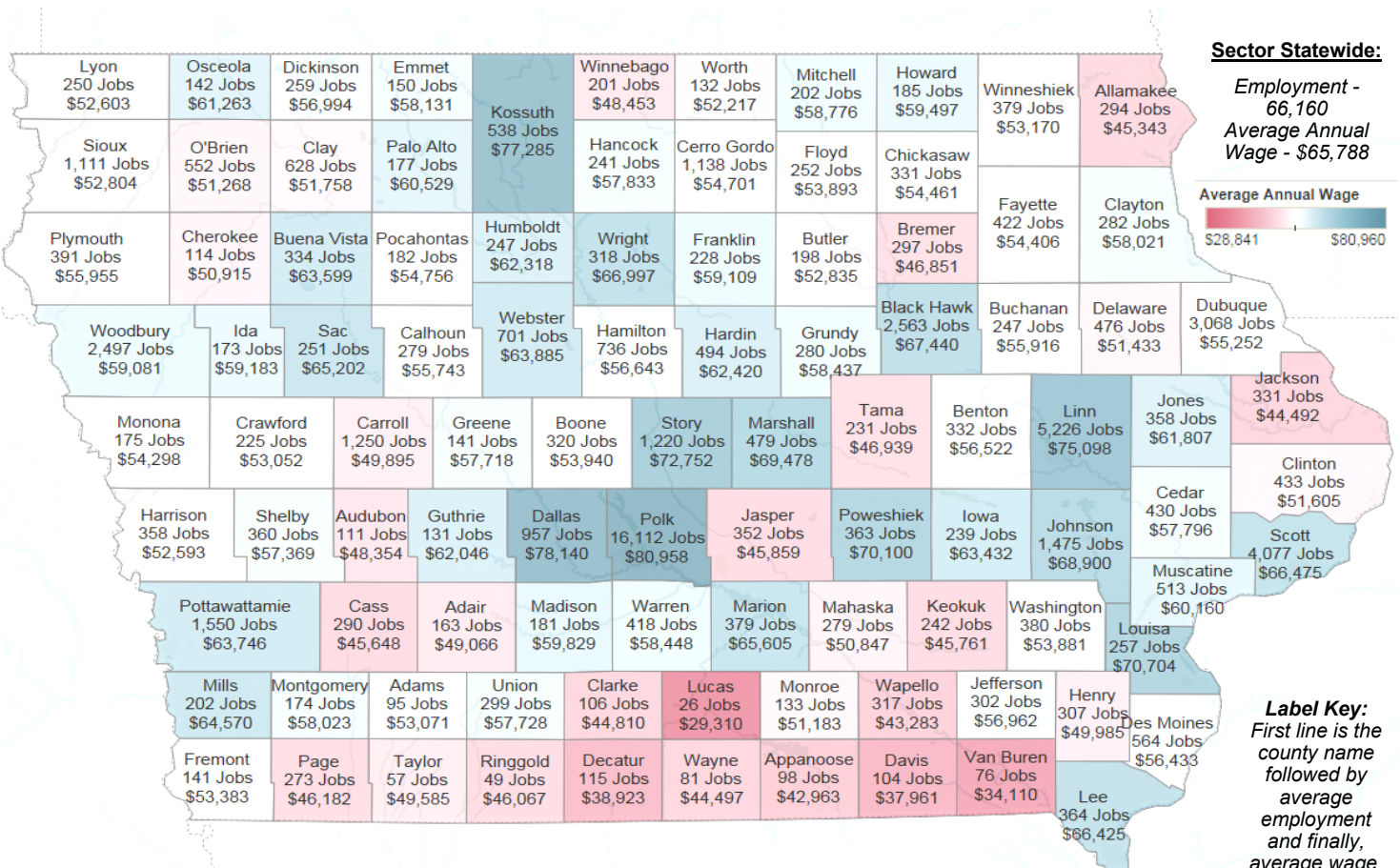
Source: Iowa Workforce Development, Labor Market Information Industry and Occupational Projections (2018-2020 Short-Term Projections)

## Establishment Facts:

In 2019, there were 7,615 establishments in the **Wholesale Trade** industry across Iowa. **Durable good wholesalers** had the most locations in Iowa, with 3,441. **Nondurable good wholesalers** was second with 2,854 locations. Finally, **Electronic market and agent broker wholesalers**, had 1,321 establishments statewide.

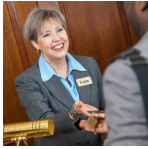
The top **Wholesale Trade** occupational projections are listed in the left hand table. Wholesale & Manufacturing sale representatives with 8,391 jobs ranks first among all occupations.

## 2018 Covered Employment in Wholesale Trade by County



Source: Quarterly Census of Employment and Wages (QCEW), Iowa Workforce Development

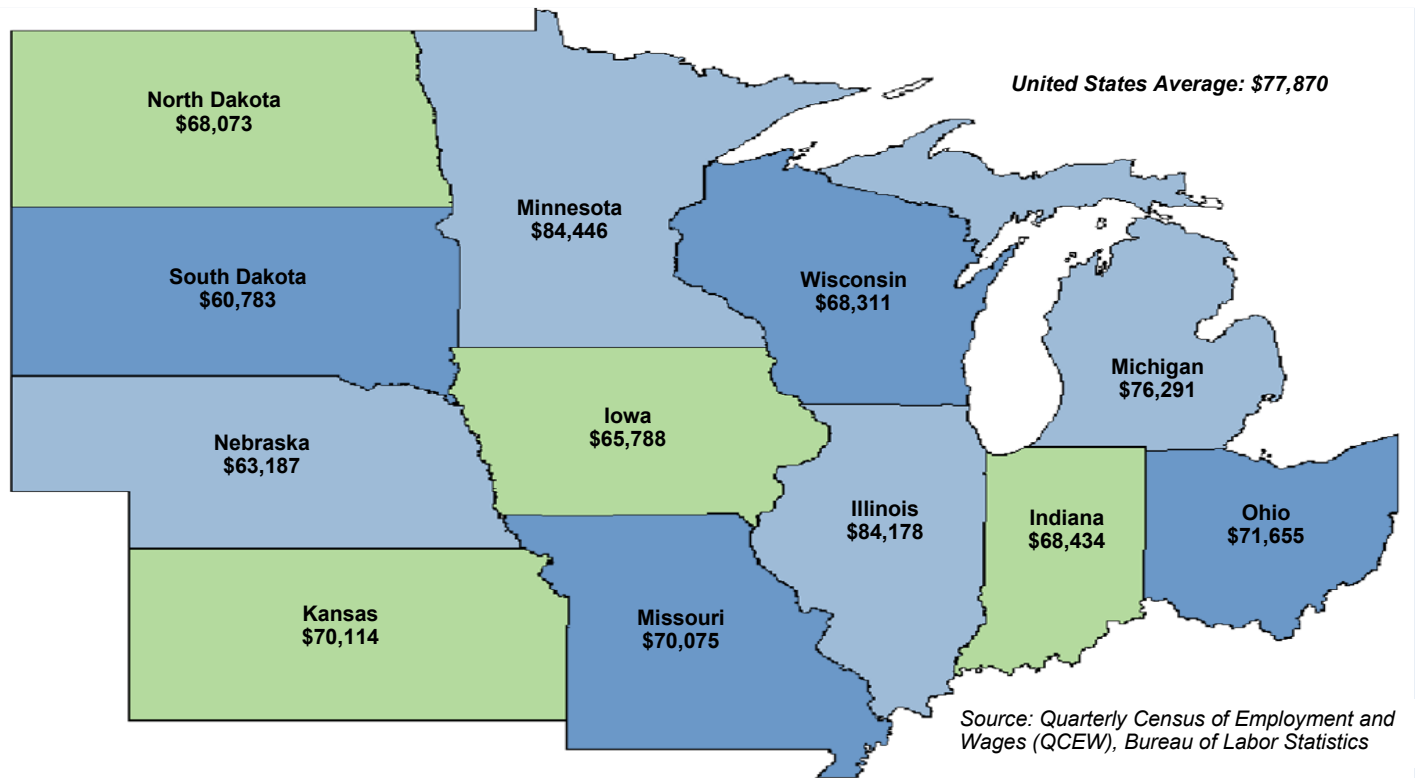




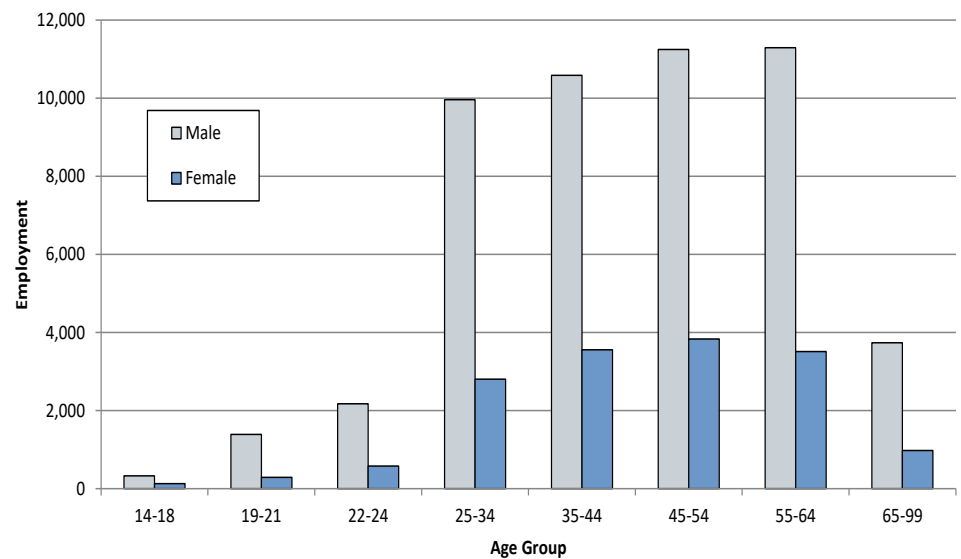
## WHOLESALE TRADE IOWA INDUSTRY PROFILE

### 2018 Average Annual Wage for Covered Employment in Wholesale Trade

State Comparisons by Private Ownership



### Industry Distribution by Age and Gender, 2nd Quarter 2018



Source: Local Employment Dynamics, Iowa Workforce Development and U.S. Census Bureau  
<https://lehd.ces.census.gov/>

#### Contact Information

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